

**SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR
GENERATING REVENUE IN A SUPPLY CHAIN MANAGEMENT
FRAMEWORK**

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ABSTRACT

A system, method and computer program product are disclosed for generating revenue.

A supply chain manager is appointed for a buying supply chain participant. Authority is

10 granted to the supply chain manager to negotiate supply agreements between a selling
supply chain participant and the supply chain manager on behalf of the buying supply
chain participant. The supply agreement is entered into with the supply agreement
having at least the following provisions: i) establishing a contract price for the good, and
ii) requiring the selling supply chain participant to bill the buying supply chain
15 participant at an invoice price to be determined by the supply chain manager. An invoice
price for the good is established at various times during the term of the supply agreement.